MANITOBA MANUFACTURING

1986

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Manitoba Bureau of Statistics

EXECUTIVE SUMMARY

This report presents the main demographic characteristics of the 1,603 manufacturing firms listed in the Manitoba Sourcing Directory (Manufacturing) 1986. The manufacturing firms are shown, on an industry group basis by region, total employment, total sales, domestic sales, and export sales.

The firms are categorized into 25 industry groups using the 1980 S.I.C. The industry group with the largest number of firms is Food at 231 firms (14.4% of 1,603). The Metal Fabricating group is ranked second with 199 firms (12.4%), followed by Printing and Publishing with 174 firms (10.9%).

The remaining groups with 100 or more firms are Other Manufacturing, Wood and Machinery with 145, 110 and 100 firms (9.0%, 6.9% and 6.2%) respectively. The average (median) number of firms for the 25 industry groups is 39.

The vast majority of manufacturing firms in Manitoba have less than 100 employees with 1,467 (91.5%) of the firms falling into this category. Of the 1,603 firms, 456 (28.4%) fall into the 1 to 4 employee category, followed by the 10 to 19 employee and 5 to 9 employee categories with 313 (19.5%) and 307 (19.2%) firms respectively.

Over three-quarters of the firms (1,131 or 77.3% of the 1,463 firms reporting income) reported total sales under $3 million. Of these 1,131 firms, 449 (39.7%) reported total sales between $100 thousand and $500 thousand.

There are 1,459 firms that reported having Canadian sales. This is 4 firms less than the 1,463 firms reporting sales figures. Of these 1,459 firms, 1,152 (79.0%) reported Canadian sales of less than $3 million. The $100 thousand - $500 thousand income category has the largest number of firms at 455 (31.2%).

Export sales were reported by 476 firms (29.7%). Of these 476 firms however, only 425 provided the value of their export sales. These 425 firms represent 89.3% of the exporters and 26.5% of all manufacturers listed in the Sourcing Directory.

The export sales category of $1 - $24 thousand had the largest number of firms with 128 (30.1% of 425). A total of 107 firms (25.2%) reported export sales of at least $1 million.

Winnipeg is the location for most of the firms with 1,106 (69.0%) of the firms located there. The Southwest region is ranked second with 124 firms (7.7%) while only 35 firms (2.2%) are located in the North.

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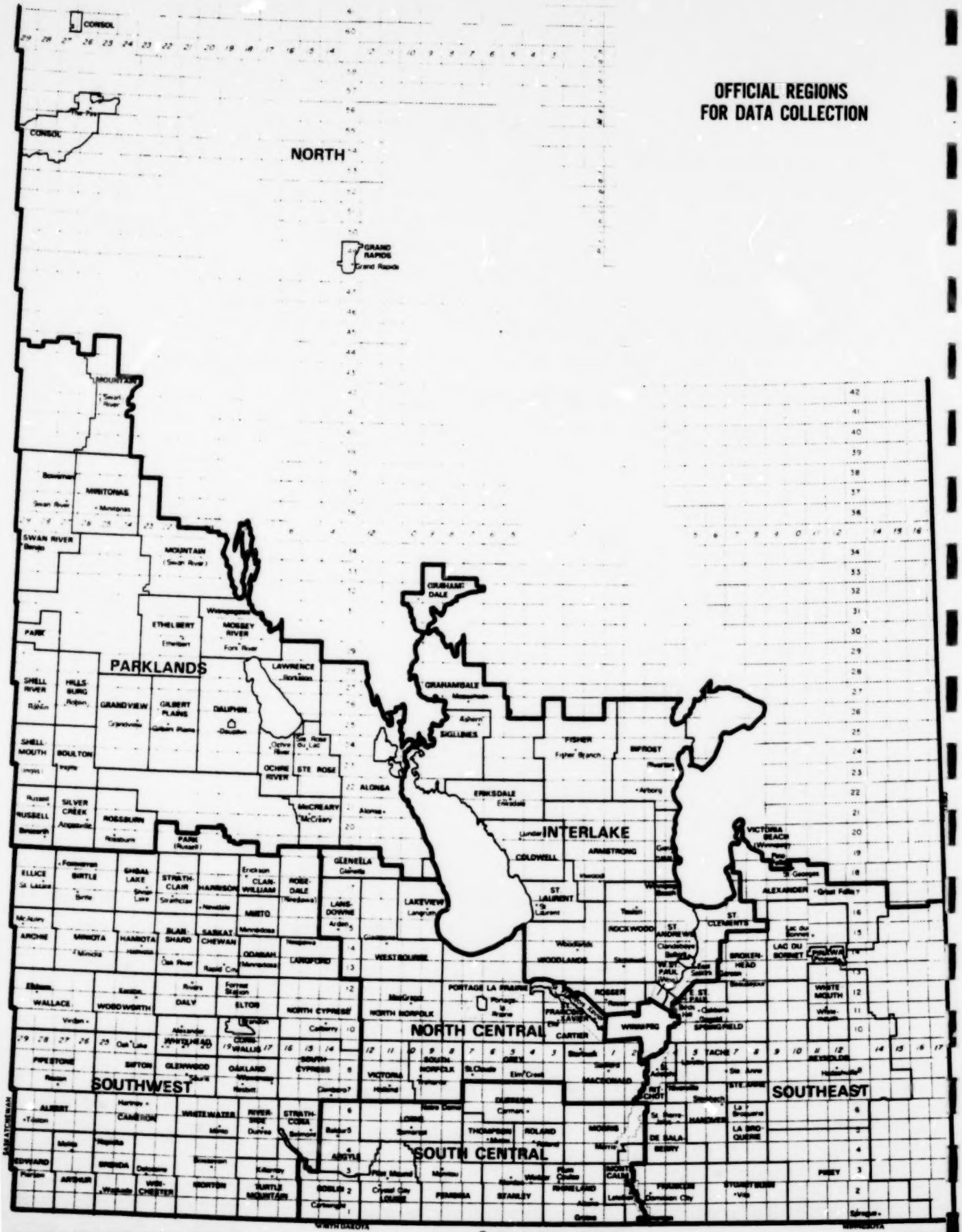
OFFICIAL REGIONS FOR DATA COLLECTION



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INTRODUCTION

This report profiles the Manitoba manufacturing firms and processors listed on the Manitoba Sourcing Directory (Manufacturing) 1986. The statistical profile shows the main characteristics of the 1,603 manufacturing firms that were surveyed during the July-September, 1986 update of the directory. Information presented on the firms include total employment, total sales, domestic sales, export sales and business location by industry group.

Firms have been assigned to an industry group using the 1980 Standard Industrial Classification (S.I.C.). Firms with a 1980 Standard Industrial Classification non-manufacturing code are included in the Directory if the firm has a 1970 S.I.C. code in manufacturing (e.g., bakeries with a retail component have been moved to the Retail Food group in the 1980 S.I.C.).

The location of the firm has been determined from the postal code of the business mailing address and the firm has been assigned a regional code using the 1981 Standard Geographic Classification. The regions used in this report are the Official Regions for Data Collection (also known as Economic Regions) and are aggregates of the 23 census divisions as follows:

OFFICIAL REGION FOR DATA COLLECTION	ECONOMIC REGION	CENSUS DIVISIONS IN REGION
Southeast	60	1, 2, 12
South Central	61	3, 4
Southwest	62	5, 6, 7, 15
North Central	63	8, 9, 10
Winnipeg	64	11
Interlake	65	13, 14, 18
Parklands	66	16, 17, 20
North	67	19, 21, 22, 23

For further information on the manufacturing firms or to obtain custom tabulations, contact David Greenwood of the Manitoba Bureau of Statistics at 945-2989.

TABLE 1. MANUFACTURERS BY SIC GROUP AND REGION

1980 S.I.C. GROUP	SOUTH EAST	SOUTH CENTRAL	SOUTH WEST	NORTH CENTRAL	WINN IPEG	INTER LAKE	PARK LANDS	NORTH	TOTAL
MINING	1	0	0	0	0	0	0	0	1
FOOD	14	24	26	12	125	12	16	2	231
BEVERAGES	1	1	0	1	8	1	0	1	13
RUBBER	0	1	0	0	9	0	0	0	10
PLASTICS	1	2	1	0	30	0	1	0	35
LEATHER	0	0	1	0	9	0	0	2	12
PRIMARY TEXTILE	0	0	1	0	3	0	0	0	4
TEXTILE PRODUCTS	1	1	3	1	31	1	0	0	38
CLOTHING	3	0	2	0	89	1	1	2	98
WOOD	16	6	5	3	58	10	7	5	110
FURNITURE & FIXTURES	3	3	2	0	48	0	2	2	60
PAPER & ALLIED	1	1	0	0	25	0	0	1	28
PRINTING & PUBLISHING	5	8	21	4	120	5	6	5	174
PRIMARY METAL	0	1	1	0	14	3	0	4	23
METAL FABRICATING	7	12	8	4	152	7	7	2	199
MACHINERY	5	14	7	6	65	1	2	0	100
TRANSPORTATION EQUIPMENT	2	4	6	3	60	8	1	0	84
ELECTRICAL PRODUCTS	0	1	2	1	43	1	0	0	48
NON-METALLIC MINERAL	10	6	10	6	34	7	6	3	82
PETROLEUM & COAL	0	0	1	1	7	0	0	0	9
CHEMICAL	0	1	4	0	33	1	0	0	39
OTHER MANUFACTURING	2	3	7	1	120	3	4	5	145
WHOLESALE FARM PRODUCTS	0	0	0	0	1	0	0	0	1
RETAIL FOOD	6	4	16	2	18	3	5	1	55
RETAIL FURNITURE	0	0	0	0	4	0	0	0	4
TOTAL	78	93	124	45	1106	64	58	35	1603

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INDUSTRY GROUP AND REGION

As can be seen in Table 1, of the 1,603 reporting manufacturers 1,106 (69.0%) are located in Winnipeg. The only other region with more than 100 manufacturers is the Southwest with 124 (7.7%). The Southwest accounts for 24.9% of Manitoba's manufacturers located outside of Winnipeg. The region with the fewest manufacturers is the North region with 35 (2.2%). This accounts for 7.0% of Manitoba's manufacturers located outside of Winnipeg.

Of the 1,106 manufacturing firms located in Winnipeg, the industry group with the highest number of firms is Metal Fabricating which accounts for 152 (13.7%) of Winnipeg's manufacturers. This is followed by Food Manufacturing, Printing and Publishing, and Other Manufacturing with 125 (11.3%), 120 (10.8%) and 120 (10.8%) respectively.

There are 6 manufacturing groups with some degree of representation in each region of the Province. These are manufacturers of Food with 231 firms, Metal Fabricating with 199 firms, Printing and Publishing with 174 firms, Other Manufacturing with 145 firms, Wood with 110 firms and Non-Metallic Mineral with 82 firms. Of the 25 manufacturing groups these 6 accounted for 941 (58.7%) of the firms reporting.

Food manufacturers have the greatest provincial representation with 231 (14.4%) firms. Food manufacturers also have the greatest representation in the South Central region with 24 firms (25.8% of local manufacturers), the Southwest region with 26 firms (21.0% of local manufacturers), the North Central region with 12 firms (26.7% of local manufacturers), and the Parklands region with 16 firms (27.6% of local manufacturers). Food manufacturers have the second largest representation in the Winnipeg and Southeast regions. In the Southeast, Food manufacturing is surpassed only by Wood products with 16 firms (20.5% of local manufacturers).

The North is the only region where Food manufacturing is not one of the top two manufacturing groups. While no group dominates the manufacturing industry in the North, those with the greatest representation are the Wood products, Printing and Publishing, and Other Manufacturing each with 5 firms or 14.3% of local manufacturers, and Primary Metal with 4 firms or 11.4% of local manufacturers.

TABLE 2. MANUFACTURERS BY SIC GROUP AND TOTAL EMPLOYEES

1980 S.I.C. GROUP	TOTAL EMPLOYEES										TOTAL
	NOT STATED	1 TO 4	5 TO 9	10 TO 19	20 TO 49	50 TO 99	100 TO 249	250 TO 499	500 TO 999	1000 OR MORE	
MINING	0	0	0	0	0	1	0	0	0	0	1
FOOD	1	60	36	57	35	17	19	3	0	3	231
BEVERAGES	0	2	3	2	0	1	3	2	0	0	13
RUBBER	0	2	0	6	1	1	0	0	0	0	10
PLASTICS	0	7	1	9	10	5	0	3	0	0	35
LEATHER	0	6	0	1	3	0	2	0	0	0	12
PRIMARY TEXTILE	0	0	2	1	0	1	0	0	0	0	4
TEXTILE PRODUCTS	0	9	10	12	1	4	2	0	0	0	38
CLOTHING	2	8	12	15	20	20	15	4	2	0	98
WOOD	0	34	16	25	21	8	3	3	0	0	110
FURNITURE & FIXTURES	0	16	10	11	13	9	1	0	0	0	60
PAPER & ALLIED	0	1	3	9	5	1	6	3	0	0	28
PRINTING & PUBLISHING	0	61	37	27	28	9	10	2	0	0	174
PRIMARY METAL	0	2	1	4	7	3	2	0	2	2	23
METAL FABRICATING	1	62	34	48	33	12	5	3	1	0	199
MACHINERY	0	27	19	20	15	12	4	2	0	1	100
TRANSPORTATION EQUIPMENT	0	20	15	17	13	8	5	2	3	1	84
ELECTRICAL PRODUCTS	0	12	14	5	6	3	4	4	0	0	48
NON-METALLIC MINERAL	0	26	26	9	13	7	1	0	0	0	82
PETROLEUM & COAL	0	0	2	3	4	0	0	0	0	0	9
CHEMICAL	0	8	7	5	12	6	0	1	0	0	39
OTHER MANUFACTURING	0	60	39	22	19	2	3	0	0	0	145
WHOLESALE FARM PRODUCTS	0	0	0	0	1	0	0	0	0	0	1
RETAIL FOOD	0	33	19	3	0	0	0	0	0	0	55
RETAIL FURNITURE	0	0	1	2	1	0	0	0	0	0	4
TOTAL	4	456	307	313	261	130	85	32	8	7	1603

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EMPLOYMENT

As shown in Table 2, of the 1,603 Manitoba manufacturing firms, 4 did not report their number of employees. Of the 1,599 manufacturing firms that reported their employment figures 1,076 (67.3%) claim to have less than 20 employees.

Four hundred and fifty-six (28.5%) of the firms reporting employment claim to employ from 1 to 4 people. Most heavily represented in this category are Metal Fabricating with 62 firms (13.6% of manufacturers with 1 to 4 employees). This is followed by Printing and Publishing, Food, and Other Manufacturing with 61 (13.4%), 60 (13.2%) and 60 (13.2%) firms respectively. Note that these are the four manufacturing groups with the highest number of firms in the province.

Not all manufacturing groups are represented by firms with 1 to 4 employees. The lone Mining firm claims 50 to 99 employees, while the lone Wholesale Farm Products manufacturer claims 20 to 49 employees. The 4 Retail Furniture manufacturers and the 9 Petroleum and Coal producers claim from 5 to 49 employees, while 3 of the 4 Primary Textile manufacturers claim from 5 to 19 employees.

As the employment range increases, the number of firms falling within a certain range decreases, with one exception. That is, while 307 firms report having 5 to 9 employees 313 firms report having 10 to 19 employees.

At the high end of the employment scale 32 manufacturers each have from 250 to 499 employees, 8 have from 500 to 999 employees, and 7 have 1,000 or more employees. So only 15 Manitoba manufacturers, or 0.9% of those reporting employment, have 500 or more employees.

These 15 firms are found in the Transportation Equipment and Primary Metal groups with 4 firms each, the Food group with 3 firms, the Clothing group with 2 firms and the Metal Fabricating and Machinery groups each with 1 firm. All of these groups are still more heavily represented in the lower employee ranges.

TABLE 3. MANUFACTURERS BY SIC GROUP AND TOTAL SALES

1980 S.I.C. GROUP	TOTAL SALES ($000)										TOTAL
	NOT STATED	1 TO 24	25 TO 99	100 TO 499	500 TO 999	1,000 TO 2,999	3,000 TO 4,999	5,000 TO 24,999	25,000 TO 49,999	50,000 OR MORE	
MINING	0	0	0	0	0	0	0	0	1	0	1
FOOD	21	6	20	53	25	30	16	45	7	8	231
BEVERAGES	2	0	1	4	0	1	0	2	3	0	13
RUBBER	2	0	0	4	0	4	0	0	0	0	10
PLASTICS	3	1	3	8	4	10	2	2	2	0	35
LEATHER	0	1	4	2	0	2	1	1	1	0	12
PRIMARY TEXTILE	2	0	0	1	0	0	1	0	0	0	4
TEXTILE PRODUCTS	8	0	1	10	10	6	1	2	0	0	38
CLOTHING	8	1	3	20	14	26	11	13	1	1	98
WOOD	9	6	16	21	13	24	10	10	1	0	110
FURNITURE & FIXTURES	3	1	7	17	8	11	7	6	0	0	60
PAPER & ALLIED	5	0	1	1	2	7	2	6	2	2	28
PRINTING & PUBLISHING	19	7	26	58	17	25	7	14	0	1	174
PRIMARY METAL	5	0	0	2	2	2	1	8	0	3	23
METAL FABRICATING	8	3	23	68	27	38	13	15	1	3	199
MACHINERY	8	5	3	21	17	26	7	11	1	1	100
TRANSPORTATION EQUIPMENT	6	1	5	27	15	10	5	8	4	3	84
ELECTRICAL PRODUCTS	4	1	2	15	7	6	2	3	4	4	48
NON-METALLIC MINERAL	5	1	10	31	12	12	4	6	1	0	82
PETROLEUM & COAL	1	0	1	0	2	1	3	1	0	0	9
CHEMICAL	3	0	4	1	2	8	9	11	0	1	39
OTHER MANUFACTURING	8	10	32	53	16	17	3	6	0	0	145
WHOLESALE FARM PRODUCTS	0	0	0	0	0	0	0	1	0	0	1
RETAIL FOOD	10	3	12	30	0	0	0	0	0	0	55
RETAIL FURNITURE	0	0	0	2	1	1	0	0	0	0	4
TOTAL	140	47	174	449	194	267	105	171	29	27	1603

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TOTAL SALES

From Table 3, 140 of Manitoba's 1,603 manufacturers did not report their total sales. Of the 1,463 that did report total sales, 449 (30.7%) have sales ranging from $100 thousand to $500 thousand. The second most frequently claimed category is 267 (18.3%) for the $1 million to $3 million total sales range. A relatively small number of firms fall into the extreme total sales ranges. The smallest number of manufacturing firms 27 (1.8%) claim total sales of $50 million or more. This is followed by the 29 firms (2.0%) which claim $25 million to $50 million, and the 47 firms (3.2%) which claim total sales of less than $25 thousand.

Of the 47 firms claiming total sales less than $25 thousand, 10 (21.3%) are involved in Other Manufacturing, 7 (14.9%) are involved in Printing and Publishing, 6 (12.8%) are in the Food and Wood groups, 5 (10.6%) are involved in Machinery, 3 (6.4%) are involved in Retail Food and Metal Fabricating, and 1 (2.1%) firm is in each of the Plastics, Leather, Textile Products, Furniture and Fixtures, Transportation Equipment, Electrical Products, and the Non-Metallic Mineral groups. Presumably these firms claiming total sales of less than $25 thousand are of a smaller nature and have few employees.

Of the 56 firms claiming total sales of $25 million or more, 15 (26.8%) are involved in the manufacture of Food. The Electrical Products and Transportation groups are also well represented in the upper two sales ranges with 8 (14.3%) and 7 (12.5%) firms respectively.

Certain manufacturing groups were not represented at all at the upper end of the sales scale. Most notably none of the 55 firms in the Retail Food group claim total sales of greater than $500 thousand. Also the 4 Retail Furniture manufacturers, and the 8 Rubber manufacturers that reported total sales, fall exclusively in the mid ranges of $100 thousand to $3 million.

However, the lone Wholesale Farm Products manufacturer claims total sales of $5 million to $25 million, while the lone Mining firm claims total sales of $25 million to $50 million.

TABLE 4. MANUFACTURERS BY SIC GROUP AND DOMESTIC SALES

1980 S.I.C. GROUP	DOMESTIC SALES($000)										TOTAL
	NOT STATED	1 TO 24	25 TO 99	100 TO 499	500 TO 999	1,000 TO 2,999	3,000 TO 4,999	5,000 TO 24,999	25,000 TO 49,999	50,000 OR MORE	
MINING	0	0	0	0	0	0	1	0	0	0	1
FOOD	21	7	20	52	29	33	15	42	5	7	231
BEVERAGES	2	0	1	4	0	1	0	3	2	0	13
RUBBER	2	0	0	4	0	4	0	0	0	0	10
PLASTICS	3	1	3	8	4	11	2	2	1	0	35
LEATHER	0	1	4	2	0	2	1	2	0	0	12
PRIMARY TEXTILE	2	0	0	1	0	0	1	0	0	0	4
TEXTILE PRODUCTS	8	0	1	10	11	5	1	2	0	0	38
CLOTHING	8	1	3	20	18	24	9	13	1	1	98
WOOD	9	6	16	22	13	24	10	9	1	0	110
FURNITURE & FIXTURES	3	1	7	17	10	11	6	5	0	0	60
PAPER & ALLIED	5	0	1	1	2	8	1	7	3	0	28
PRINTING & PUBLISHING	19	7	27	57	17	26	6	14	0	1	174
PRIMARY METAL	5	0	0	2	2	2	2	7	0	3	23
METAL FABRICATING	9	3	24	67	28	38	13	13	2	2	199
MACHINERY	8	5	3	26	16	25	8	8	0	1	100
TRANSPORTATION EQUIPMENT	6	1	5	29	14	10	5	8	5	1	84
ELECTRICAL PRODUCTS	4	1	2	16	6	8	2	5	2	2	48
NON-METALLIC MINERAL	5	1	10	31	12	12	5	5	1	0	82
PETROLEUM & COAL	1	0	1	0	2	1	3	1	0	0	9
CHEMICAL	4	0	4	0	2	8	9	11	0	1	39
OTHER MANUFACTURING	10	11	32	54	13	18	2	5	0	0	145
WHOLESALE FARM PRODUCTS	0	0	0	0	0	0	0	1	0	0	1
RETAIL FOOD	10	3	12	30	0	0	0	0	0	0	55
RETAIL FURNITURE	0	0	0	2	1	1	0	0	0	0	4
TOTAL	144	49	176	455	200	272	102	163	23	19	1603

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DOMESTIC SALES

Domestic sales have been defined as the sale of Manitoba products within Canada. As can be seen in Table 4, domestic sales closely approximates total sales (Table 3).

While 140 firms failed to report total sales, 144 firms failed to report domestic sales. It is presumed that these 4 additional firms have export sales only, i.e., no domestic sales. These 4 firms are comprised of 1 Metal Fabricating firm, 1 Chemical firm and 2 Other Manufacturing firms.

The most frequently claimed sales ranges are still the $100 thousand to $500 thousand range with 455 firms (31.1% of manufacturers reporting domestic sales), and the $1 million to $3 million range with 272 firms (18.6% of manufacturers reporting domestic sales). The least frequently claimed ranges are the $50 million or more range with 19 firms (1.3% of manufacturers reporting domestic sales). The $25 million to $50 million range with 23 firms (1.6%) and the under $25 thousand range with 49 firms (3.3%).

There are no extremely large or small firms, as determined by domestic sales, in the manufacture of Rubber, Primary Textiles, or Retail Furniture. None of the 18 Primary Metal manufacturers, reporting domestic sales, fall into the lower two sales ranges (under $100 thousand). And none of the 45 Retail Food manufacturers, reporting domestic sales, fall into the upper six sales ranges ($500 thousand or more). The lone Mining firm, which claimed $25 million to $50 million in total sales, claims $3 million to $5 million in domestic sales, while the lone Wholesale Farm Products firm claims the same range for domestic sales as for total sales ($5 million to $25 million).

TABLE 5. MANITOBA EXPORTERS BY SIC GROUP AND EXPORT SALES

1980 S.I.C. GROUP	EXPORT SALES($000)										TOTAL
	NOT STATED	1 TO 24	25 TO 99	100 TO 499	500 TO 999	1,000 TO 2,999	3,000 TO 4,999	5,000 TO 24,999	25,000 TO 49,999	50,000 OR MORE	
MINING	0	0	0	0	0	0	0	1	0	0	1
FOOD	8	15	9	8	3	7	5	7	2	2	66
BEVERAGES	1	1	0	0	0	1	0	1	0	0	4
RUBBER	2	1	2	0	0	0	0	0	0	0	5
PLASTICS	2	3	7	2	0	1	1	1	1	0	18
LEATHER	0	0	2	2	0	0	0	0	0	0	4
PRIMARY TEXTILE	0	0	0	1	0	0	0	0	0	0	1
TEXTILE PRODUCTS	1	5	1	1	0	1	1	0	0	0	10
CLOTHING	4	7	9	7	2	3	1	1	0	0	34
WOOD	2	7	3	2	3	3	1	0	0	0	21
FURNITURE & FIXTURES	2	3	3	5	4	2	0	0	0	0	19
PAPER & ALLIED	2	1	1	2	2	2	0	2	1	0	13
PRINTING & PUBLISHING	6	23	3	1	2	6	0	0	0	0	41
PRIMARY METAL	2	2	1	4	1	3	0	0	1	1	15
METAL FABRICATING	2	14	7	11	2	3	3	1	1	0	44
MACHINERY	6	7	9	15	2	7	3	2	0	1	52
TRANSPORTATION EQUIPMENT	1	8	4	6	3	3	1	2	1	2	31
ELECTRICAL PRODUCTS	3	8	4	5	0	2	2	3	2	1	30
NON-METALLIC MINERAL	0	7	1	2	2	2	0	0	0	0	14
PETROLEUM & COAL	1	2	0	0	0	0	0	0	0	0	3
CHEMICAL	3	2	2	2	0	2	0	1	0	0	12
OTHER MANUFACTURING	3	10	8	9	3	3	0	0	0	0	36
WHOLESALE FARM PRODUCTS	0	1	0	0	0	0	0	0	0	0	1
RETAIL FURNITURE	0	1	0	0	0	0	0	0	0	0	1
TOTAL	51	128	76	85	29	51	18	22	9	7	476

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EXPORT SALES

From Table 5 it can be seen that 476 (29.7%) of Manitoba's 1,603 manufacturing firms claim to have some degree of export sales, which is defined as the sale of Manitoba products outside of Canada. Of these 476 exporters, 51 did not report the value of their export sales.

Of the 425 that did report their export sales, the largest number, 128 (30.1%), claim export sales of less than $25 thousand. The largest numbers of firms in the manufacture of Food, Textile Products, Wood, Printing and Publishing, Metal Fabricating, Transportation Equipment, Electrical Products, Non-Metallic Minerals, and Other Manufacturing claim export sales in this range, as do the lone Wholesale Farm Products firm, and the only Retail Furniture exporter.

As sales range increases, the number of firms claiming export sales within a given range generally decreases. The fewest firms, 7 (1.6%), claim export sales of $50 million or more, followed by 9 (2.1%) firms which claim export sales of $25 million to $50 million. These 16 firms are comprised of 4 Food manufacturers, 3 firms from each of Transportation Equipment and Electrical Products manufacturers, 2 Primary Metal manufacturers, and 1 firm from each of Plastics, Paper and Allied, Metal Fabricating and Machinery manufacturers.

None of Manitoba's 55 Retail Food manufacturers claim any amount of export sales. All other manufacturing groups are, however, represented to some degree by exporting firms. Manitoba's lone Mining firm and Wholesale Farm Products firm are both exporters. Other groups with export representation of 50% or better are the Primary Metal group with 65.2% representation, the Electrical Products group with 62.5% representation, the Machinery group with 52.0% representation, the Plastics group with 51.4% representation, and the Rubber group with 50.0% representation.

APPENDIX

Manitoba

Industry, Trade and Technology
Winnipeg, Manitoba
R3C 3H8

BUSINESS OPPORTUNITIES SOURCING SYSTEM
MANUFACTURERS AND PROCESSORS COMPANY PROFILE

1 | 0

• DO NOT USE SHADED AREAS

4 | 0 | U

GENERAL INFORMATION

Company name

Alternate name (if applicable)

Address (street, city, province, postal code)

Postal address (P.O. Box, city, province, postal code)

Area code/Telephone number

Telex number

Manufacturing space (your plant) ☐ sq. m. ☐ sq. ft.

Chief executive

Main contact

Language preference for correspondence ☐ English ☐ French

Total number of **Full Time** employees (include production and engineering staff)

	1-4	5-9	10-19	20-49	50-99	100-249	250-499	500-999	1,000+
	☐	☐	☐	☐	☐	☐	☐	☐	☐
Production staff	☐	☐	☐	☐	☐	☐	☐	☐	☐
Engineering staff	☐	☐	☐	☐	☐	☐	☐	☐	☐

Total annual sales (in thousands of Canadian dollars) for last fiscal year

	1-24	25-99	100-499	500-999	1000-2,999	3,000-4,999	5,000-24,999	25,000-49,999	50,000+
	☐	☐	☐	☐	☐	☐	☐	☐	☐
Annual gross sales in Canada (in thousands of Canadian dollars)	☐	☐	☐	☐	☐	☐	☐	☐	☐
Annual gross export sales (in thousands of Canadian dollars)	☐	☐	☐	☐	☐	☐	☐	☐	☐

Does your company have research and development capabilities? ☐ Yes ☐ No

If yes, do you have a research and development department (group)? ☐ Yes ☐ No

If yes, in what city is it located?

Are you interested in licensing arrangements/joint ventures within Canada? ☐ Yes ☐ No

Parent Company (name, address, country)

Briefly describe the type of manufacturing or processing done by your plant. (List products on next page)

How often do you wish to be contacted for updating? ☐ Annually ☐ Every 2 years

Completed by	Title	Area code/Telephone number	Date

AUSSI DISPONIBLE EN FRANÇAIS

DRIE 553 (11/84)
TB/CT-REG. B10086

Canada

PRODUCTS
Describe your **CANADIAN** made products with their trade mark or trade name. Please maintain numerical order of products when recording on additional paper. To facilitate the effective use of the date in all regions of Canada you may want to incorporate this information in both official languages. Enclose catalogues or other descriptive literature.

4 | 0

No.	PRODUCTS	Currently Exporting	CITC	ICC
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

☐ List attached

SALES IN CANADA (for last fiscal year)

1 | 2

Province		Product number(s) (from above)	AMOUNTS IN THOUSANDS OF CANADIAN DOLLARS								
			1-24	25-99	100-499	500-999	1,000-2,999	3,000-4,999	5,000-24,999	25,000-49,999	50,000+
A	NFLD		☐	☐	☐	☐	☐	☐	☐	☐	☐
B	NS		☐	☐	☐	☐	☐	☐	☐	☐	☐
C	PEI		☐	☐	☐	☐	☐	☐	☐	☐	☐
E	NB		☐	☐	☐	☐	☐	☐	☐	☐	☐
G	QUE		☐	☐	☐	☐	☐	☐	☐	☐	☐
K	ONT		☐	☐	☐	☐	☐	☐	☐	☐	☐
R	MAN		☐	☐	☐	☐	☐	☐	☐	☐	☐
S	SASK		☐	☐	☐	☐	☐	☐	☐	☐	☐
T	ALTA		☐	☐	☐	☐	☐	☐	☐	☐	☐
V	BC		☐	☐	☐	☐	☐	☐	☐	☐	☐
X	NWT		☐	☐	☐	☐	☐	☐	☐	☐	☐
Y	YUK		☐	☐	☐	☐	☐	☐	☐	☐	☐

5 | 0

OTHER CANADIAN OPERATIONS

List all other Canadian manufacturing/processing locations. If space is insufficient, please photocopy this form as required.

Company Name

PLANT 1

Company Name

Address (street, city, province, postal code)

Area Code/Telephone No. | Telex No. | Main Contact officer

Total Number of **Full Time** Employees

☐ 1-4 ☐ 5-9 ☐ 10-19 ☐ 20-49 ☐ 50-99 ☐ 100-249 ☐ 250-499 ☐ 500-999 ☐ 1000+

Product numbers (from page 2) | Manufacturing Space _____ ☐ sq. m. ☐ sq. ft.

PLANT 2

Company Name

Address (street, city, province, postal code)

Area Code/Telephone No | Telex No | Main Contact officer

Total Number of **Full Time** Employees

☐ 1-4 ☐ 5-9 ☐ 10-19 ☐ 20-49 ☐ 50-99 ☐ 100-249 ☐ 250-499 ☐ 500-999 ☐ 1000+

Product numbers (from page 2) | Manufacturing Space _____ ☐ sq. m. ☐ sq. ft.

PLANT 3

Company Name

Address (street, city, province, postal code)

Area Code/Telephone No | Telex No | Main Contact officer

Total Number of **Full Time** Employees

☐ 1-4 ☐ 5-9 ☐ 10-19 ☐ 20-49 ☐ 50-99 ☐ 100-249 ☐ 250-499 ☐ 500-999 ☐ 1000+

Product numbers (from page 2) | Manufacturing Space _____ ☐ sq. m. ☐ sq. ft.

PLANT 4

Company Name

Address (street, city, province, postal code)

Area Code/Telephone No | Telex No | Main Contact officer

Total Number of **Full Time** Employees

☐ 1-4 ☐ 5-9 ☐ 10-19 ☐ 20-49 ☐ 50-99 ☐ 100-249 ☐ 250-499 ☐ 500-999 ☐ 1000+

Product numbers (from page 2) | Manufacturing Space _____ ☐ sq. m. ☐ sq. ft.

EXPORT INFORMATION

1 | 4

Export Manager	Number of years of active export trade Years
Do you have foreign agents and representatives? ☐ Yes ☐ No	Other language capabilities
If yes, attach list with names, address, country, telephone & telex. ☐ List attached	
Are you interested in foreign licensing arrangements/joint ventures? ☐ Yes ☐ No	Are you interested in investing in subsidiaries abroad? ☐ Yes ☐ No

1 | 6

Country	Product No. (from page 2)	AMOUNT OF SALES IN THOUSANDS OF CANADIAN DOLLARS								
		1-24	25-99	100-499	500-999	1,000-2,999	3,000-4,999	5,000-24,999	25,000-49,999	50,000+
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐

☐ List attached

1 | 8

COUNTRIES YOU ARE INTERESTED IN EXPORTING TO

Country	Product No. (from page 2)	Country	Product No. (from page 2)

SUPPLY AND SERVICES CANADA SOURCE LISTING APPLICATION

If not already registered with SSC and if you wish to be considered as a potential supplier, please complete this page.

Company Name

Brief history of company (formation, growth, acquisitions, mergers, etc.)

GROSS ANNUAL SALES

Government Federal % _____

Provincial % _____

Municipal % _____

Institutional % _____

Commercial % _____

ASSETS AND LIABILITIES
(express amounts in thousands of Cdn. dollars)

Current assets $ _____

Current liabilities $ _____

Total equity $ _____

INVENTORY
(express amounts in thousands of Cdn. dollars)

Raw material $ _____

In process $ _____

Finished $ _____

TOTAL $ _____

Will tenders be submitted and contracts administered from the address shown on page 1?

☐ Yes ☐ No If no, give address

Will goods be supplied from the address shown on page 1?

☐ Yes ☐ No If no, give address

Specialty Information

Does your company have any specialty skills or machines?

Skills ☐ Yes – Describe:

☐ No

Machines ☐ Yes – Describe:

☐ No

Has your company had any experience with resource-based projects?

☐ No ☐ Yes – Describe project and goods or services provided to the project by your company.